

W. T. GRANT COMPANY
ANNUAL REPORT
1943

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W. T. GRANT COMPANY
ANNUAL REPORT
1943 Fiscal Year

To be submitted to the
Meeting of Stockholders
May 16, 1944
1441 Broadway, New York, N. Y.

BOARD OF DIRECTORS

William T. Grant, *Chairman*

John G. Byler

Joseph W. Chinn

Howland S. Davis

Raymond H. Fogler

Clayton E. Freeman

*Deceased, February 25, 1944

Karl D. Gardner*

John M. Hancock

James L. O'Neill

Robert R. Updegraff

William B. Warner

OFFICERS

William T. Grant, *Chairman of the Board*

Raymond H. Fogler, *President and General Manager*

Louis C. Lustenberger, *Vice-President*

Edward Staley, *Vice-President*

John B. Boyle, *Vice-President*

John G. Byler, *Vice-President and Treasurer*

George I. Mason, *Secretary*

Robert A. Seidel, *Comptroller*

M. F. Ketz, *Assistant Comptroller*

Executive Office

1441 Broadway, New York, N. Y.

Transfer Agent

Guaranty Trust Company
of New York

Registrar

Bankers Trust Company
New York, N. Y.

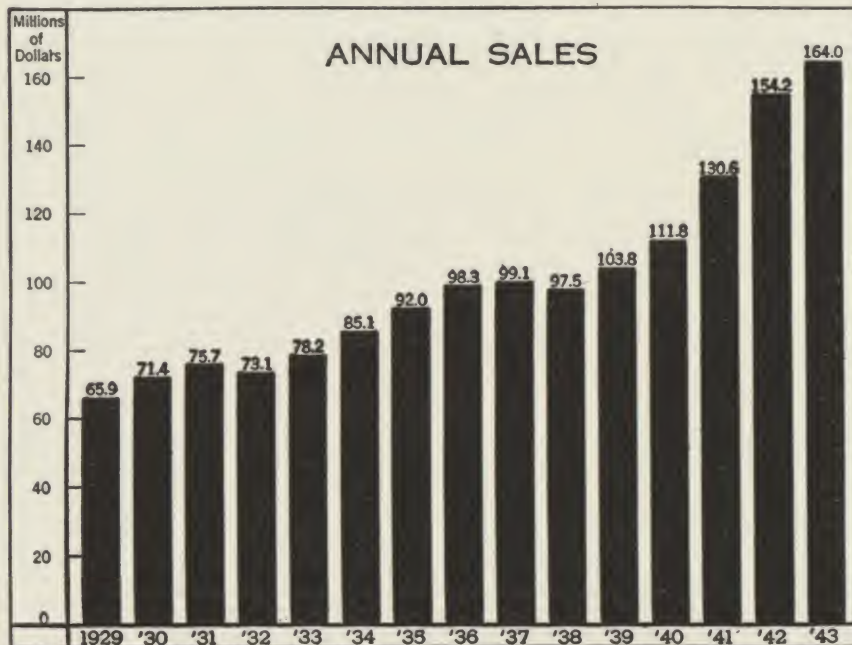
New York, N. Y., April 26, 1944

To the Stockholders of the W. T. Grant Company:

This Annual Report contains the Consolidated Balance Sheet, Profit and Loss, and Surplus Statements for the fiscal year ended on January 31, 1944.

Results of the Year

Sales of \$163,983,317 were again the largest in the history of the company. This is an increase of \$9,778,864 or 6.3% over sales of \$154,204,453 in the previous year. The increase in sales was greatest during the first half of the year. During the final six months sales were approximately the same as in the corresponding period of 1942.



Net earnings for the year were \$3,810,345, a small increase over the \$3,762,223 earned in the previous year. After full dividends on the preferred stock earnings were equivalent to \$2.91 per share on the common stock which compares with \$2.86 in the previous year. During 1943 dividends of \$1.40 per share were paid on the common stock which is the same as was paid in the previous year.

Earnings before taxes were \$10,406,345 as compared with \$9,683,723 in the previous year. Federal Income and Excess Profits Taxes are estimated to be \$6,596,000. This does not include \$498,000 of Excess Profits Taxes which will be refunded to the company after the close of the war. In the previous year provision for taxes was \$5,921,500.

On January 31, 1944, the balance sheet showed current assets of \$36,339,590 including \$11,490,309 cash, and current liabilities of \$11,650,184. Not included in these figures were \$6,000,000 in United States Tax Notes purchased for use in payment of a portion of accrued tax liability. Working capital of \$24,689,406 increased by \$2,240,031 during the year. Surplus at the end of the year was \$23,972,232, an increase of \$1,796,419.

At the end of the year merchandise inventories including goods in transit were \$24,132,446 which compares with inventories of \$21,675,697 a year ago. The company is continuing a conservative policy on merchandise inventories and at the time of this report both inventories and commitments are below the similar date a year ago. Every effort is being made to keep inventories in proper balance with sales and to be in liquid position when merchandise of pre-war types and quality is again available.

Total wages and compensation paid employees for the year were \$24,089,309, an increase of \$2,356,486 over 1942.

At the end of the year 493 stores were in operation, the same number as were operating at the end of the previous year. Repairs and maintenance of equipment in existing stores were reasonably adequate, in view of restrictions on the use of materials.

Organization and Personnel

Aside from merchandise shortages, the greatest wartime problem faced by the company, is in the maintenance of an adequate managerial and sales organization. Military service, shifts to defense industries, and family relocations account for the far greater than normal turnover of employees. The number of men in the armed services has increased to 1,075. Among them are 186 store managers, difficult to replace because of their years of training and experience. The short-

age in trained managerial personnel has been partially solved by promoting women to managerial positions. At present 32 stores are being managed competently by women.

With the general shortage of experienced saleswomen to wait on customers, the company has converted a number of smaller stores to a "self service" basis. Store layouts and displays have been modified to facilitate the selection of merchandise by the customer, permitting the store organization to devote the bulk of their time to merchandising and store up-keep. It is too early to predict the effect of this experiment on the post-war merchandising program of the company.

Our employees continue active in the sale of War Savings Bonds and Stamps. Sales of stamps and Series "E" Bonds exceeded \$4,000,000, a 100% increase over the previous year.

During the year, John B. Boyle, Director of Real Estate, and Edward Staley, Director of Store Operations, were elected Vice-Presidents of the company.

It is with deep regret that we announce the death on February 25, 1944 of Karl Dana Gardner, a Director and former President of the company. Mr. Gardner joined the company in 1913 on graduating from college and worked his way up through every level of the organization to the presidency. He made a real contribution to the growth and success of the company.

Government Regulation

The public press has contained numerous references to litigation between your company and the Office of Price Administration relative to the "highest price line limitation" provision of the Maximum Price Regulation 330. No question of overcharging customers for any article is involved. Your company is vigorously protesting this provision and will continue to do so because it is not price control. This provision is not used in determining the specific selling prices for which any particular item of merchandise may be sold, but is an attempt to limit the character and quality of merchandise lines which may be carried. It is a needless and harmful restriction of the activities of your company as well as of all other distributors of low-priced merchandise, and has resulted in encouraging abnormal and unwarranted increases in selling prices of women's, misses' and children's outerwear, viz: coats, suits, dresses, blouses and skirts. By a maze of technicalities, your company has been forced into the very unusual position of having to appeal to governmental agencies for the right to distribute such merchandise at prices lower than are currently being charged by competitors.

With the wide assortment of merchandise handled by the company, it is estimated that over 1,000 government wartime regulations directly affect its operations. It is recognized that emergency regulations are necessary in wartime, and every effort is being made to familiarize our employees with regulations affecting their work.

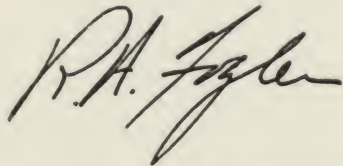
Future Outlook

Currently sales are approximating the high levels of corresponding months of 1943. There is increasing difficulty in securing lines which normally contribute a large portion of our sales volume, particularly in lower priced textile and wearing apparel lines. Losses in sales in these lines are being overcome through aggressive merchandising of lines which are available, but sizable increases in sales cannot be anticipated until there is a more general availability of merchandise.

We look forward to the time when the war will end and the company can build for the future. The return of men now in military service will reestablish our managerial organization. The resumption of full manufacturing production of civilian goods will permit the normal merchandising of wide assortments of popular priced merchandise which make Grant stores interesting to customers. The elimination of restrictions on construction will enable the modernization of existing stores and expansion into new cities. Four locations for new stores have been acquired and in five cities where stores are now operated, new and larger locations have been purchased or are now under lease for post-war use.

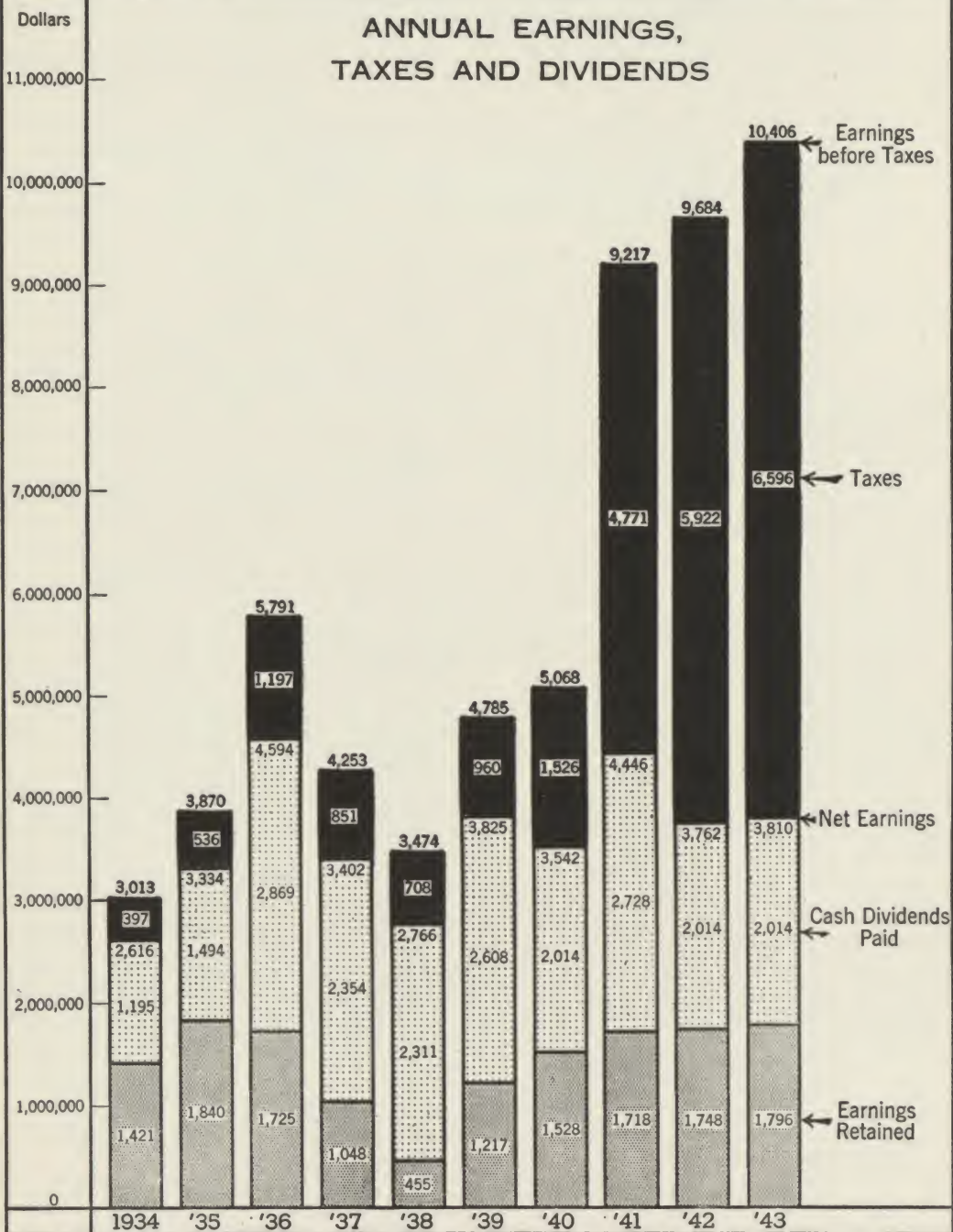


Chairman of the Board of Directors



President

ANNUAL EARNINGS, TAXES AND DIVIDENDS



W. T. GRAN
AND SUBSIDIARIES
CONSOLIDATED
January

ASSETS

CURRENT ASSETS

Cash	\$11,490,309	
United States War Savings Bonds, Series F—at redemption value	145,698	
United States War Savings Stamps (for resale)—at cost	53,726	
Accounts receivable, claims, etc.	517,411	
Merchandise inventories, including merchandise in transit—\$2,694,698 (at not in excess of the lower of cost or market)	24,132,446	\$36,339,590

OTHER ASSETS

Cash surrender value of life insurance	\$ 1,692,036	
Refundable portion (post-war) of federal excess profits tax—estimated	923,000	
Advances to and security deposited with landlords—to be repaid over a term of years	312,733	
Real estate mortgages receivable	67,000	
Sundry accounts and investments; funds in closed banks and restricted balances (less reserve of \$18,189)	40,188	3,034,957

STORE PROPERTIES, FIXTURES AND IMPROVEMENTS (At Cost)

Land	\$ 6,095,081	
Buildings	\$3,287,241	
Less reserve for depreciation	1,276,808	2,010,433
Furniture and fixtures	\$8,538,078	
Less reserve for depreciation	3,973,428	4,564,650
Alterations and improvements to leased properties (this amount is being amortized over a period not in excess of the term of the leases involved)	5,833,000	18,503,164

DEFERRED CHARGES

Prepaid taxes, rents and insurance, supplies, etc.		2,089,540
		\$59,967,251

NOTE:—The subsidiary, W. T. Grant Realty Corporation, is contingently liable by it covering three store properties subsequently sold subject to the same mortgage. There are no other contingent liabilities except the

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RY COMPANY

BALANCE SHEET

31, 1944

LIABILITIES

CURRENT LIABILITIES

Accounts payable, including liability for merchandise in transit	\$ 8,655,847		
Real estate mortgages and mortgage bonds payable within one year	145,289		
Accrued accounts	1,329,048		
Federal taxes on income—estimated	\$7,520,000		
Less United States Tax Notes purchased for payment of such taxes when due	6,000,000	1,520,000	\$11,650,184

DEFERRED LIABILITIES

Real estate mortgages and mortgage bonds payable 1945 to 1961	\$ 4,783,870		
Tenants' deposits under leases	31,265		4,815,135

RESERVES

For repainting stores	\$ 324,638		
For taxes or other contingencies	267,429		
For flood losses	67,418		659,485

CAPITAL STOCK AND SURPLUS

Capital stock:			
5% Cumulative Preferred—par value \$20.00 per share, redeemable at \$22.00 per share:			
Authorized 400,000 shares;			
issued — 350,138½ shares (including 1,304¾ shares in treasury)	\$ 6,976,675		
Common—par value \$10.00 per share:			
Authorized 1,500,000 shares;			
issued—1,190,554 shares (including 1,200 shares in treasury)	11,893,540	\$18,870,215	
Surplus (of which \$15,295,784 was earned prior to formation of the parent company on November 27, 1937, and \$8,676,448 was earned subsequently)	23,972,232		42,842,447
			<u>\$59,967,251</u>

ntly liable on mortgages, aggregating \$259,400 at date of sale, created ect thereto and now under lease to and occupied by W. T. Grant use incident to the normal course of the companies' business.

W. T. GRANT COMPANY

AND SUBSIDIARY COMPANY

CONSOLIDATED PROFIT AND LOSS STATEMENT

Fiscal Year Ended January 31, 1944

SALES		\$163,983,317
COST OF MERCHANDISE SOLD AND OPERATING EXPENSES		<u>151,762,469</u>
		\$ 12,220,848
OTHER DEDUCTIONS, less sundry income of \$52,586		<u>22,980</u>
		\$ 12,197,868
DEDUCT:		
Provision for depreciation and amortization of lease- hold improvements	\$1,681,043	
Interest paid, less interest earned of \$62,568	<u>110,480</u>	1,791,523
PROFIT BEFORE FEDERAL TAXES ON INCOME		\$ 10,406,345
Provision for federal income tax and surtax	\$2,114,000	
Provision for federal excess profits tax \$4,980,000		
Less refundable portion (post-war)	<u>498,000</u>	6,596,000
NET PROFIT FOR YEAR	4,482,000	<u>\$ 3,810,345</u>

CONSOLIDATED SURPLUS

Fiscal Year Ended January 31, 1944

BALANCE at February 1, 1943		\$ 22,175,813
ADD:		
Net profit for year		<u>3,810,345</u>
		\$ 25,986,158
DEDUCT:		
Cash Dividends:		
On 5% Cumulative Preferred Stock — \$20.00 par value:		
Four quarterly dividends of 25c each, aggre- gating \$1.00 per share	\$ 348,830	
On Common Stock — \$10.00 par value:		
Four quarterly dividends of 35c each, aggre- gating \$1.40 per share	<u>1,665,096</u>	
TOTAL DIVIDENDS		2,013,926
BALANCE at January 31, 1944		<u>\$ 23,972,232</u>

AUDITORS' REPORT

To the Board of Directors,
W. T. Grant Company,
New York, N. Y.

We have examined the consolidated balance sheet of W. T. Grant Company and its subsidiary as of January 31, 1944, and the consolidated statements of profit and loss and surplus of this Company and its subsidiary for the year then ended, have reviewed the system of internal control and the accounting procedures of the companies and, without making a detailed audit of the transactions, have examined or tested accounting records of the companies and other supporting evidence, by methods and to the extent we deemed appropriate. Our examination was made in accordance with generally accepted auditing standards applicable in the circumstances and included all procedures which we considered necessary.

In our opinion, the accompanying consolidated balance sheet and related consolidated statements of profit and loss and surplus present fairly the position of W. T. Grant Company and its subsidiary at January 31, 1944, and the results of the operations of the Company and its subsidiary for the year, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ERNST & ERNST

New York, N. Y.
April 12, 1944.

W. T. GRANT COMPANY

COMPARATIVE CONSOLIDATED INCOME ACCOUNTS

FISCAL YEAR

(Which ends January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
SALES	\$163,983,317	\$154,204,453	\$130,555,907	\$111,774,965	\$103,761,685
LESS: Cost of merchandise sold and operating expenses	151,762,469	142,736,506	119,952,762	105,198,850	97,410,413
	<u>12,220,848</u>	<u>11,467,947</u>	<u>10,603,145</u>	<u>6,576,115</u>	<u>6,351,272</u>
OTHER DEDUCTIONS (net)	22,980	32,521	(89,311)	135,600	174,930
	<u>12,197,868</u>	<u>11,435,426</u>	<u>10,692,456</u>	<u>6,440,515</u>	<u>6,176,342</u>
DEDUCT:					
Interest paid less interest earned	110,480	170,468	69,786	37,139	55,225
Allowance for depreciation and amortization	1,681,043	1,581,235	1,405,277	1,335,165	1,336,121
Provision for federal income tax	2,114,000	2,096,500	2,506,000	1,407,000	960,000
Provision for federal excess profits tax	4,482,000	3,825,000	1,400,000	119,000	—
Provision for taxes or other contingencies	—	—	865,000	—	—
NET INCOME	<u>\$ 3,810,345</u>	<u>\$ 3,762,223</u>	<u>\$ 4,446,393</u>	<u>\$ 3,542,211</u>	<u>\$ 3,824,996</u>

COMPARATIVE CONSOLIDATED SURPLUS ACCOUNTS

FISCAL YEAR

(Which ends January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
SURPLUS—BEGINNING OF YEAR	\$22,175,813	\$20,427,516	\$18,708,661	\$17,146,128	\$15,929,588
ADD:					
Net income for year as above	3,810,345	3,762,223	4,446,393	3,542,211	3,824,996
Unused provision for 1937 reorganization expenses	—	—	—	34,247	—
	<u>25,986,158</u>	<u>24,189,739</u>	<u>23,155,054</u>	<u>20,722,586</u>	<u>19,754,584</u>
DEDUCT:					
Preferred dividends	348,830	348,830	348,830	348,830	348,683
Common dividends	1,665,096	1,665,096	2,378,708	1,665,095	2,259,773
SURPLUS—END OF YEAR	<u>\$23,972,232</u>	<u>\$22,175,813</u>	<u>\$20,427,516</u>	<u>\$18,708,661</u>	<u>\$17,146,128</u>

COMPARATIVE CONSOLIDATED BALANCE SHEETS

AT END OF FISCAL YEAR

(January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
ASSETS:					
Cash	\$11,490,309	\$11,154,181	\$ 8,873,834	\$ 8,716,863	\$ 9,039,744
United States War Savings Bonds and Stamps	199,424	159,213	49,950	—	—
Accounts receivable	517,411	305,138	308,677	235,146	256,315
Merchandise inventories	24,132,446	21,675,697	25,482,342	17,782,398	13,287,606
TOTAL CURRENT ASSETS	36,339,590	33,294,229	34,714,803	26,734,407	22,583,665
Cash surrender value of life insurance	1,692,036	1,595,834	1,494,281	1,390,770	1,288,286
Refundable portion (post-war) of excess profits tax— estimated	923,000	425,000	—	—	—
Advances and security with landlords	312,733	365,090	428,543	464,869	546,756
Miscellaneous investments, employees accounts receivable, etc. (net)	107,188	247,882	711,341	479,356	510,505
Land and buildings, depreciated	8,105,514	7,878,586	7,950,669	7,136,998	7,451,241
Furniture and fixtures, depreciated	4,564,650	4,776,590	3,860,823	3,406,298	3,129,346
Alterations and improvements (net)	5,833,000	6,396,372	6,336,767	6,134,145	5,566,361
Deferred charges	2,089,540	2,002,331	1,823,480	1,356,980	1,164,136
TOTAL ASSETS	\$59,967,251	\$56,981,914	\$57,320,707	\$47,103,823	\$42,260,296
LIABILITIES AND CAPITAL:					
Accounts payable	\$ 8,655,847	\$ 7,763,007	\$ 7,225,402	\$ 4,216,350	\$ 1,756,771
Dividends payable	—	—	713,612	—	—
Real estate bonds and mortgages payable—current	145,289	348,515	138,167	171,900	127,300
Accrued accounts	1,329,048	1,137,802	913,881	958,373	957,822
Federal taxes on income—estimated (after deduction for 1941 and subsequent years of U. S. Tax Notes)	1,520,000	1,595,530	2,946,416	1,517,063	965,891
TOTAL CURRENT LIABILITIES	11,650,184	10,844,854	11,937,478	6,863,686	3,807,784
Real estate bonds and mortgages payable—deferred	4,783,870	4,530,184	4,889,898	2,367,275	2,201,075
Tenants deposits under leases	31,265	26,715	22,140	16,840	3,540
Reserve for repainting stores	324,638	300,767	265,630	252,196	224,464
Reserve for taxes or other contingencies	267,429	183,471	865,000	—	—
Reserve for flood losses	67,418	49,885	42,750	24,750	6,750
Capital stock:					
Preferred—5% cumulative \$20 par value	6,976,675	6,976,685	6,976,755	6,976,875	6,977,015
Common—\$10 par value	11,893,540	11,893,540	11,893,540	11,893,540	11,893,540
Surplus	23,972,232	22,175,813	20,427,516	18,708,661	17,146,128
TOTAL LIABILITIES AND CAPITAL	\$59,967,251	\$56,981,914	\$57,320,707	\$47,103,823	\$42,260,296



493 GRANT STORES

ALABAMA (6)

Anniston
Birmingham
Decatur
Gadsden
Huntsville
Mobile

ARKANSAS (1)

Pine Bluff

CALIFORNIA (10)

Berkeley
Fresno
Huntington Park
Los Angeles (2)
Oakland
Sacramento
San Jose
Santa Barbara
Santa Monica

COLORADO (1)

Denver

CONNECTICUT (26)

Bridgeport (2)
Danbury
Danielson
Derby
Greenwich
Hartford
Manchester
Meriden
Middletown
Milford
New Britain
New Haven
New London
New Milford
Putnam
Rockville
Southington
Stamford
Thomaston
Thompsonville
Torrington
Wallingford
Waterbury
Willimantic
Winsted

DELAWARE (3)

Dover
Milford
Wilmington

FLORIDA (6)

Jacksonville
Lakeland
Miami
Orlando
Tampa (2)

GEORGIA (7)

Albany
Atlanta
Augusta
Brunswick
Macon
Savannah
Valdosta

ILLINOIS (16)

Alton
Aurora
Belleville
Chicago (3)
Decatur
East St. Louis
Elgin
Galesburg
Jacksonville
Joliet
Peoria
Quincy
Rockford
Springfield

INDIANA (9)

Evansville
Fort Wayne
Gary
Hammond
Indianapolis
Michigan City
New Albany
Newcastle
South Bend

IOWA (4)

Clinton
Davenport
Ottumwa
Waterloo

KANSAS (4)

Hutchinson
Pittsburg
Topeka
Wichita

KENTUCKY (2)

Louisville
Paducah

LOUISIANA (5)

Alexandria
Baton Rouge
Monroe
New Orleans
Shreveport

MAINE (12)

Bangor
Bath
Brunswick
Calais
Fort Kent
Gardiner
Lewiston
Old Town
Portland
Sanford
Skowhegan
Van Buren

MARYLAND (4)

Baltimore
Cambridge
Crisfield
Hagerstown

MASSACHUSETTS (72)

Adams
Arlington
Athol
Beverly
Boston (12)
Brockton
Cambridge
Chelsea
Chicopee
Clinton
Danvers
Easthampton
Everett
Fall River
Fitchburg
Frammingham
Franklin
Gardner
Gloucester
Great Barrington
Haverhill
Holyoke
Hudson
Hyannis
Lawrence
Leominster
Lynn (2)
Malden
Marlboro
Medford
Melrose
Middleboro
Milford
Natick
Needham
New Bedford (2)
Norfolk Downs
North Adams
North Attleboro
Norwood
Palmer
Peabody
Pittsfield
Plymouth
Reading

Rockland
Salem
Somerville
Stoneham
Taunton
Wakefield
Waltham
Ware
Watertown
Webster
Westfield
Weymouth
Woburn
Worcester

MICHIGAN (9)

Detroit (2)
Grand Rapids
Hamtramck
Kalamazoo
Lansing
Muskegon
Saginaw
St. Joseph

MINNESOTA (4)

Minneapolis
Rochester
St. Paul
Winona

MISSISSIPPI (1)

Jackson

MISSOURI (4)

Kansas City
St. Joseph
St. Louis
Springfield

NEBRASKA (2)

Lincoln
Omaha

NEW HAMPSHIRE (9)

Berlin
Concord
Derry
Dover
Franklin
Manchester
Nashua
Portsmouth
Rochester

NEW JERSEY (27)

Bayonne
Bloomfield
Bridgeton
Burlington
Camden
Collingswood
Dover
Hackensack
Hoboken
Jersey City (3)

IN 39 STATES



Millville
Mount Holly
Newark (2)
New Brunswick
Passaic
Paterson
Plainfield
Rahway
Riverside
Somerville
Trenton
Union City
Vineland
West New York

NEW YORK (87)

Albany
Amsterdam
Batavia
Bath
Bay Shore, L. I.
Beacon
Binghamton
Buffalo (8)
Canandaigua
Carthage
Catskill
Corning
Cortland
Dansville
Elmira
Freeport, L. I.
Geneva
Glen Cove, L. I.
Glens Falls
Gouverneur
Great Neck, L. I.
Hempstead, L. I.
Herkimer
Hudson Falls
Huntington, L. I.
Ilion
Jamestown
Johnstown
Kenmore
Kingston
Lackawanna
Lockport
Lynbrook, L. I.
Mechanicville
Medina
Middletown
New York
 Bronx (4)
 Brooklyn (2)
 Manhattan (5)
 Queens (4)
New Rochelle
Niagara Falls
Norwich
Olean
Oneida
Oneonta
Oyster Bay, L. I.
Patchogue, L. I.
Penn Yan
Port Chester

Port Jervis
Poughkeepsie
Riverhead, L. I.
Rochester
Rockville Center, L. I.
Rome
Schenectady
Seneca Falls
Syracuse (2)
Tonawanda
Troy
Utica
Watertown
Warsaw
Westfield
Wellsville
White Plains
Yonkers

NORTH CAROLINA (10)

Charlotte
Concord
Elizabeth City
Goldsboro
Greensboro
Greenville
Hickory
Kannapolis
Kinston
Raleigh

NORTH DAKOTA (1)

Fargo

OHIO (26)

Akron
Barberton
Bellaire
Bellevue
Cambridge
Canton
Circleville
Cleveland
Columbus
Conneaut
Dayton
Delphos
East Liverpool
Elyria
Kent
Lima
Mansfield
Marion
Middletown
New Philadelphia
Newark
Norwalk
Portsmouth
Steubenville
Toledo
Youngstown

OKLAHOMA (2)

Muskogee
Oklahoma City

PENNSYLVANIA (64)

Altoona
Bangor

Beaver Falls
Berwick
Blairsville
Bloomsburg
Butler
Carlisle
Chambersburg
Columbia
Conshohocken
Danville
Elizabethtown
Ellwood City
Erie
Freeland
Greenville
Hazleton
Homestead
Honesdale
Huntingdon
Jeannette
Johnstown
Lancaster
Lock Haven
McKeesport
Mahanoy City
Middletown
Milton
Mount Pleasant
Mount Union
New Kensington
Norristown
Oil City
Palmerton
Philadelphia (4)
Philipsburg
Phoenixville
Pittston
Pittsburgh (2)
Pottstown
Pottsville
Reading
Sayre
Scranton
Shamokin
Shippensburg
Sunbury
Tarentum
Titusville
Towanda
Uniontown
Upper Darby
Washington
Waynesboro
West Chester
Wilkinsburg
Williamsport
Windber
York

RHODE ISLAND (5)

Newport
Pawtucket
Providence
West Warwick
Woonsocket

SOUTH CAROLINA (3)

Charleston
Columbia
Greenville

TENNESSEE (5)

Bristol
Chattanooga
Kingsport
Memphis
Nashville

TEXAS (13)

Abilene
Beaumont
Brownsville
Corpus Christi
Dallas
El Paso
Fort Worth
Galveston
Houston
Port Arthur
San Antonio
Waco
Wichita Falls

UTAH (2)

Ogden
Salt Lake City

VERMONT (5)

Bennington
Burlington
Newport
St. Johnsbury
Springfield

VIRGINIA (13)

Charlottesville
Clifton Forge
Danville
Fredericksburg
Norfolk
Harrisonburg
Hopewell
Lynchburg
Newport News
Petersburg
Portsmouth
Richmond
Roanoke

WEST VIRGINIA (6)

Beckley
Clarksburg
Elkins
Huntington
Parkersburg
Weston

WISCONSIN (7)

Fond du Lac
Green Bay
Madison
Milwaukee (2)
Oshkosh
Sheboygan

